

ILARIA STEFANINI

Home Address: [REDACTED]

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| Tel: [REDACTED]

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EDUCATION **CARDIFF UNIVERSITY 2014-15** MASTER IN BUSINESS ADMINISTRATION

Main Modules: Financial Analysis, Control, and Management, Strategic Management, HR Management, Marketing Management, Business Statistics, Social and Digital Media.

UNIVERSITÀ DI BOLOGNA 2005-09 DISCIPLINES OF FINE ARTS, MUSIC AND DRAMA

Main Modules: Contemporary History, Philosophy, Film Analysis, Contemporary Art, Photography.

EMPLOYEMENT **PROJECT & COMMUNICATIONS MANAGER**

PROJECT AHEAD – NAPLES, ITALY
SEPTEMBER 2017 - ONGOING

Main responsibilities:

- Management of the Project Development and Communications units.
- Development of project proposals and transnational partnership for the business development, through international, European, national, and local supporting programmes in the field of social entrepreneurship, economy, and innovation.
- Development of the comms strategy and plan. Coordination and contribution to its implementation.

EUROPEAN PROJECT MANAGER

PROJECT AHEAD – NAPLES, ITALY
NOVEMBER 2016 – SEPTEMBER 2017

Main responsibilities:

- Development of project proposals for European and national funding programmes and private grants.
- Creation of transnational partnership.
- Budget development according to the programme guidelines.

Achievements:

- Development and application of 19 complex projects in 10 months.
- Creation of local, national, and transnational partnership made up by minimum 6 participants.

FUNDRAISER & PROJECT MANAGER

INDEPENDENT PROFESSIONAL – NAPLES, ITALY
FEBBRAIO 2012 – NOVEMBER 2016

Main responsibilities:

- Development of fundraising strategies for social communication and entrepreneurial projects.
- Selection and management of the work team, including hiring and firing responsibilities.
- Management of all financial aspects of the projects, including obtaining funds, managing payroll, and complying with the EU financial regulation and requirements.

Achievements:

- Obtained 115K cash funding for investments and projects.

RESEARCHER AND PRODUCER FOR A NEW PRODUCT

BBC WORLD WIDE - GOOD FOOD
MAY 2015 TO SEPTEMBER 2015

Main responsibilities:

- Development and proposal for a new venture for the Good Food media brand.
- Analysis of the business environment, corporate strategy, and internal capabilities.

Achievements:

- Development of the business and editorial model.
- Production of the mockup, managing different business units.

PROJECT MANAGER, PRODUCER, AUTHOR

VILLAGE DOC&FILMS (IT), STORIE IN MOVIMENTO (IT), DE ORGANISATIE (NL), BEESIDE (IT)
MAY 2015 TO SEPTEMBER 2015

Main responsibilities:

- Creative development of social communication and media projects for Rai with Libera, Legacoop, Fondazione Polis, Fondazione Unipolis.
- Production management: budgeting, scheduling, negotiation with suppliers, management of different business units.

Achievements:

- Creation of tv leading programmes in the night slot and of media projects for schools acknowledged by the Ministry of Internal Affairs and of the Public Education.

MAIN SKILLS Project Management, Goal Orientation & Problem Solving Skills:

- Excellent project management skills achieving the results previously set, complying with time and resource allocation.
- Effective selection, leadership and management of work groups from different countries and units up to 20 members.
- Attitude in breaking down scenarios and reframing them creatively in order to achieve objectives.

Business & Politics Awareness:

- Excellent researching and analysis abilities – programmes, grants, policies, business environment, market, corporate strategy and internal capabilities.
- Development and analysis of business plan and financial statements and reports.
- Good command of the main financial management tools – ABC, CVP, opportunity costs, variance analysis.

Teamworking, Communication and Negotiation Skills:

- Strong attitude in nurturing meaningful relationships with teammembers and different stakeholders while keeping a tight focus on task accomplishment.
- Excellent writing skills – business projects, report, presentation, creative content.
- Persuasion and negotiation skills applied with different stakeholders – teammembers, investors, government bodies, distributors.

Languages:

- Native Italian speaker with high proficiency in English (C1, 7.5 IELTS).
- Good knowledge of French and basic knowledge of Spanish.

IT Skills

- Excellent command of MS Office, MS Project, MS Visio, MS SharePoint.
- Good command of Adobe CS, MailChimp, Wordpress.

PROFESSIONAL TRAINING European Project Management

RECOMMENDATIONS Mr. Nicholas Brett,
Director of Editorial Governance presso BBC Worldwide.

Prof. Duncan Bloy, Cardiff University Professor.

Ilaria Stefanini – Reference

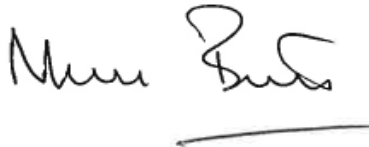
Ilaria was one of my students on the 2014-15 MBA in Media Management degree course at Cardiff University where I am a visiting professor of journalism.

She was one of the best students I have ever taught: clever, thoughtful, creative, committed – and funny, too – a real delight to teach.

I was her supervisor, too, for her dissertation where she came up with the idea of a food-travel podcast for BBC Good Food, the UK's leading food media brand. What was particularly impressive was that apart from reviewing the literature on podcasting, both academic and commercial, interviewing the brand's publisher and editorial director, and conducting primary research in the form of a survey of "foodie" consumers, she also actually made a pilot episode of the Good Food podcast – directing, writing, editing and producing it. She commissioned and briefed the celebrated television chef, Valentina Harris, to be the presenter and a good example of her obsessional attention to detail was that she even went to the lengths of commissioning special "food music" to serve as the theme music for the podcast series. None of this was a requirement of the course, but an example of her passion and commitment for the subject. Have a listen to it – it's so good in fact that we're now seriously considering the publishing opportunity for Good Food podcasting. Her dissertation and course work are still being marked but I believe she's on course to pass out with a distinction.

I wish her well in her future career – and whether it's as a media creative or manager, I'm sure she'll do well.

Let me know if I can be of further help. I believe she would be a great asset to any media company.



Nicholas Brett

Director of Editorial Governance, BBC Worldwide

nicholas.brett@bbc.com

20 October 2015



LETTER OF RECOMMENDATION
ILARIA STEFANINI

I first met Iliaria twelve months ago when she enrolled on the MBA Media Management programme at this university. The course is run jointly by the Business and Journalism Schools.

She has excelled academically throughout the course and has made a positive contribution to all the modules that she has studied. I taught her in the Compliance, Regulation and the Law module for which she was awarded a distinction (80%). Her average mark over 14 modules was 75.07%. She is now awaiting the result of her project. Given the fact her supervisor is on record as stating that she is the best student that he has ever supervised I think it can be safely assumed that she will be awarded a distinction for the project and therefore a distinction overall for the course.

Iliaria has been a delight to work with. She is totally reliable and never misses deadlines. She can be relied upon to achieve whatever objective is set for her. She enjoyed good relationships with her peers and has a friendly disposition.

Iliaria has a very strong CV that outlines her employment to date. She is fluent in Italian and English and has a good working knowledge of Spanish and French. For a young person she has achieved a lot and will undoubtedly be an asset to any organisation that offers her employment in one of the creative/media industries.

I wish her well in her future endeavours.

Please do not hesitate to contact me if you require further information about her academic studies here in Cardiff.

Yours sincerely



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